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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 1 February 1991

SOUTHWESTERN REGION (SWPA)

Arkansas College
University of Arkansas - Fayetteville
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
UT - Pan American
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso
University of Texas - Tyler

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 11, 1991, through February 8, 1991) and cumulatively (September 1, 1990, and Feruary 8, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	93	341	$27720	$26954	$31000	$27500	$25500	127	895	$27244	$26176	$31000	$27120	$24000
BUSINESS ADMIN (INCL MGMT	9	93	22244	23898	*	*	*	17	291	22800	22972	*	*	*
DISTRIBUTION MANAGEMENT	+	1	+	26700				+	3	+	26133			
ECONOM & FINANCE (BANKING	29	102	26711	25105	30000	27000	22000	42	294	25952	24596	30000	26850	20800
HOTEL/RESTAURANT MGMT.	+	5	+	21140				1	28	18000	21457	*	*	*
HUMAN RSRCS (incl LABOR R	+	6	+	24000				1	35	24500	23736	*	*	*
MANAGEMENT INFO SYSTEMS	2	18	28750	28719	*	*	*	9	79	29111	27824	*	*	*
MARKETING/MARK MGMT (RESR	12	115	23575	24175	*	*	*	27	300	22422	23429	27000	22500	18000
REAL ESTATE	+	+	+	+				+	4	+	20080			
COMMUNICATIONS														
ADVERTISING	+	12	+	23105				+	24	+	21761			
COMMUNICATIONS	+	9	+	22113				1	57	21000	21625	*	*	*
JOURNALISM	3	4	21267	19850	*	*	*	3	33	21267	18324	*	*	*
TELECOMMUN/BROADCASTING	+	2	+	22019				+	6	+	20866			
EDUCATION														
ELEMENTARY EDUCATION	+	36	+	21366				22	135	19881	20211	21000	20000	17480
PRE-ELEMENTARY EDUCATION	+	7	+	13868				+	21	+	17699			
PHYSICAL EDUCATION	1	1	21340	21340	*	*	*	2	15	19919	18355	*	*	*
SPECIAL EDUCATION	+	11	+	23829				3	29	22967	23539	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	+	+	+				+	7	+	18171			
TEXTILES & CLOTHING	2	5	19250	19700	*	*	*	2	9	19250	21700	*	*	*
MERCHANDISING MANAGEMENT	+	6	+	20583				1	21	17000	21324	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	1	3	24000	20333	*	*	*	1	9	24000	21733	*	*	*
LETTERS (incl English, Li	2	9	26100	20078	*	*	*	5	35	23500	21248	*	*	*
VISUAL & PERFORMING ARTS	+	7	+	21200				+	25	+	20267			
HUMANITIES - OTHER	2	6	17300	20993	*	*	*	3	22	18867	21224	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	5	+	23466				+	21	+	21365			
HISTORY	+	4	+	21700				1	14	16000	21536	*	*	*
POLITICAL SCIENCE/GOVT	+	8	+	23699				1	39	20200	21781	*	*	*
PSYCHOLOGY	1	11	22500	18250	*	*	*	1	42	22500	18586	*	*	*
SOCIOLOGY	+	3	+	17739				+	26	+	19043			
SOCIAL SCIENCES-OTHER	+	2	+	21230				+	41	+	19251			
ENGINEERING														
AEROSPACE & AERONAUTICAL	2	21	31500	31176	*	*	*	5	57	31724	30445	*	*	*
AGRICULTURAL	+	3	+	29700				+	13	+	32154			
ARCHITECTURAL	10	12	31810	31217	*	*	*	18	23	31839	31107	*	*	*
BIOENGINEERING & BIOMEDIC	+	+	+	+				1	3	28500	25833	*	*	*
CHEMICAL	27	109	37743	37294	40000	38100	34500	67	308	37559	37084	40700	38040	34000
CIVIL	21	90	30932	29217	34034	31700	28000	35	283	31559	29201	37000	31800	27200
COMPUTER	+	29	+	31790				+	49	+	31993			
ELECTRICAL/ELECTRONIC	34	173	34412	33193	37800	34200	31800	83	455	34340	33036	36900	34200	32000

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$29700				+	2	+	$29700			
INDUSTRIAL	+	50	+	32040				1	113	$31000	31811	*	*	*
MECHANICAL	60	221	$34126	34131	$37500	$35000	$29500	123	538	34533	33979	$38400	$36000	$30000
METALLURGICAL	+	23	+	33558				+	41	+	33815			
MINING (INCL GEOLOGICAL)	+	4	+	33710				+	32	+	31018			
NUCLEAR	+	1	+	34000				+	8	+	32919			
PETROLEUM	4	29	34025	38986	*	*	*	30	75	37468	38798	42500	39600	30600
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	1	33	30000	28359	*	*	*	2	54	30600	28264	*	*	*
INDUSTRIAL TECHNOLOGY	+	2	+	27000				+	9	+	24222			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	1	2	27000	25000	*	*	*	1	20	27000	22075	*	*	*
ANIMAL SCIENCES	+	2	+	22000				+	12	+	21642			
PLANT SCIENCES	+	2	+	19000				+	4	+	22120			
NATURAL RESOURCES	+	3	+	18760				+	5	+	20056			
OTHER AGRICULTURAL SCIENC	+	6	+	28523				+	15	+	26416			
COMPUTER SCIENCE														
COMPUTER SCIENCE	10	89	32211	30300	*	*	*	32	253	31665	29661	35200	32050	28000
COMPUTER PROGRAMMING	+	3	+	23746				+	12	+	28695			
INFORMATION SCIENCES & SY	23	36	29257	29804	31500	30000	27000	23	79	29257	28326	31500	30000	27000
SYSTEMS ANALYSIS	+	+	+	+				+	1	+	18600			
HEALTH SCIENCES														
ALLIED HEALTH	7	13	26329	27178	*	*	*	7	45	26329	27835	*	*	*
HEALTH SCIENCES	+	6	+	21705				+	23	+	21061			
NURSING	+	6	+	21147				+	34	+	25366			
PHARMACY	+	4	+	37500				+	6	+	38000			
SCIENCES														
ACTUARIAL	+	1	+	23000				+	2	+	27700			
ARCHITECTURAL & ENVIRONME	1	2	26500	25750	*	*	*	1	10	26500	25910	*	*	*
BIOLOGICAL	3	5	23903	23742	*	*	*	4	18	23027	20895	*	*	*
CHEMISTRY	3	7	33013	28394	*	*	*	3	21	33013	26631	*	*	*
GEOLOGY & GEOLOGICAL SCI	2	4	31500	27000	*	*	*	2	11	31500	27832	*	*	*
MATHEMATICS	1	12	28800	28120	*	*	*	3	39	24100	25408	*	*	*
PHYSICS	+	1	+	33600				+	6	+	28267			
OTHER PHYSICAL & EARTH SC	+	+	+	+				1	1	19747	19747	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	367	1838						712	5240					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	74	255	$28151	$27534	$31500	$27550	$26500	97	642	$28065	$26744	$31500	$27500	$26000
ACCOUNTING (PRIVATE)	25	93	26709	25336	28700	27100	25020	35	255	25796	24411	28668	27000	23000
COMMERCIAL BANKING (CNSMR	1	5	19000	18960	*	*	*	2	19	17500	20884	*	*	*
COMMERCIAL BANKING (LENDG	5	9	25500	25167	*	*	*	5	21	25500	22595	*	*	*
INVESTMT BANKING (CORP FN	+	1	+	21000				1	10	28000	25780	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	24000			
INVESTMT BANKG (REAL EST)	+	+	+	+				+	3	+	18500			
INVESTMT BANKG (SALES & T	+	+	+	+				+	6	+	22633			
FINANCIAL/TREASURY ANALYS	7	40	25329	25771	*	*	*	9	107	24922	25588	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	5	+	22640				1	11	30000	22564	*	*	*
UNDERWRITING	1	13	24000	23193	*	*	*	3	39	22333	23495	*	*	*
INSURANCE - CLAIMS	2	11	27350	22498	*	*	*	2	39	27350	22954	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	9	+	20838			
MEDIA PLANNING	+	+	+	+				+	1	+	29000			
REPORTING	+	1	+	13960				+	10	+	15528			
PRODUCTION	+	7	+	31214				+	22	+	24226			
PUBLIC RELATIONS	+	2	+	17800				+	16	+	18665			
WRITING / EDITING	+	2	+	18100				1	12	27600	18833	*	*	*
MARKETING														
ADVERTISING	1	3	24000	20667	*	*	*	1	9	24000	21756	*	*	*
BRAND/PRODUCT MANAGEMENT	+	12	+	25152				+	30	+	25346			
BUYER/MERCHANDISING	1	23	18000	24963	*	*	*	3	53	19367	23468	*	*	*
DISTRIBUTION	1	5	24000	26140	*	*	*	4	14	27275	25414	*	*	*
MARKET RESEARCH	+	5	+	28400				3	30	24855	25045	*	*	*
PURCHASING	+	3	+	23933				+	12	+	23608			
SALES	13	108	28334	25431	*	*	*	22	316	25661	24975	34000	23500	21000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	+	+	+				+	16	+	19658			
FINANC,TAXA, MONETARY POL	+	5	+	25037				+	34	+	22780			
ECONOMIC PROGRAMS	+	1	+	24000				+	3	+	21867			
LAW ENFORCEMENT	+	2	+	28666				+	14	+	23551			
MILITARY	1	4	21600	24343	*	*	*	3	21	19867	23303	*	*	*
NATIONAL SECURITY	+	2	+	21000				+	4	+	22750			
URBAN / REGIONAL PLANNING	+	+	+	+				+	2	+	18910			
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	4	+	24500			
DESIGN / CONSTRUCT	42	101	31452	30603	34600	31800	28000	81	290	32385	30697	36700	32000	28000
ENVIRONMENTAL/SANITATION	13	23	30548	30630	*	*	*	16	56	31758	30272	*	*	*
MANUFACTURING/INDUSTRIAL	21	126	35328	33950	37800	36000	32400	42	314	34970	33615	38400	36000	30000
SYSTEMS / PROGRAMMING	6	19	34323	31399	*	*	*	24	73	33189	32013	35340	33750	32000
POWER SYSTEMS	1	18	33840	31601	*	*	*	9	80	33293	32740	*	*	*
SOFTWARE DESIGN & DEVELOP	5	19	31542	31281	*	*	*	10	52	32601	31940	*	*	*
HARDWARE DESIGN & DEVELOP	8	38	34415	33970	*	*	*	12	64	34360	33457	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	11	31	$35693	$33132	*	*	*	21	104	$35266	$33208	$38600	$34500	$32000
TESTING	4	17	31625	30079	*	*	*	9	56	31667	30674	*	*	*
PROCESS ENGINEERING	43	98	37008	37239	$39600	$37800	$34500	98	274	37755	37199	40800	38000	34500
PROJECT ENGINEERING	4	94	35189	35069	*	*	*	27	239	35896	34565	38500	36500	32000
OTHER ENGINEERING	3	194	38080	32755	*	*	*	18	417	35849	32289	*	*	*
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	3	+	21667				1	14	30000	25075	*	*	*
INDUSTRIAL HYGIENE	+	1	+	23832				+	2	+	23916			
MEDICAL TECHNOLOGY	7	12	26329	26192	*	*	*	7	21	26329	24655	*	*	*
NURSES / PERSONAL CARE	+	5	+	23120				+	30	+	25073			
OCCUPATIONAL THERAPY	+	3	+	27339				+	11	+	28572			
PHARMACIST	+	4	+	37500				+	6	+	38000			
PHYSICAL THERAPY	+	+	+	+				+	1	+	13440			
RESPIRATORY THERAPY	+	+	+	+				+	1	+	34000			
OTHER HEALTH RELATED	+	7	+	19411				1	44	28500	24341	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	1	+	10000				+	12	+	20517			
COUNSELING	+	6	+	15583				+	26	+	16428			
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	+	+	+			
SOCIAL WORK	+	3	+	15571				+	17	+	16173			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	21	72	29752	28365	32400	29400	27000	30	188	30063	28000	34200	29700	27000
INFORMATION SYSTEMS	2	21	33100	31766	*	*	*	5	77	31000	28387	*	*	*
SYSTEMS ANALYSIS & DESIGN	1	35	38500	31343	*	*	*	13	119	31991	29894	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	4	+	30960				+	6	+	31373			
AGRICULTURE/NAT'L RESOURC	2	13	22550	22270	*	*	*	2	31	22550	21820	*	*	*
ARCHITECTURE	+	1	+	25000				+	5	+	25880			
CONSULTING	16	60	28344	28342	*	*	*	17	105	28500	28580	*	*	*
HUMAN RESRCS /INDUS RELS	1	7	18000	24076	*	*	*	3	36	19733	22577	*	*	*
MANAGEMENT TRAINEE	22	118	22979	22281	29600	20800	19000	43	397	22102	21917	29000	20800	18000
MATH/STATISTICIANS	+	4	+	27791				+	8	+	24761			
PARALEGAL	+	+	+	+				+	5	+	19000			
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	2	+	27500			
RESEARCHERS - TECHNICAL	+	1	+	30000				+	7	+	29879			
TEACHING	2	62	17670	21365	*	*	*	31	265	19921	20636	22900	20000	17480
TOTALS	367	1838						712	5240					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SWPA REGIONAL Report No. 1 FEBRUARY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	32	35	$31531	$31229	$34000	$31500	$28000	69	102	$30788	$30614	$34000	$31000	$27500
MBA--NON-TECH	1	48	30000	34788	*	*	*	9	101	31911	32852	*	*	*
MBA--TECH	1	4	38000	40275	*	*	*	3	12	32100	34367	*	*	*
MS-BUSINESS	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	1	+	33000				+	5	+	34562			
HUMAN RESOURCES (INCL LAB	+	+	+	+				+	3	+	31467			
MANAGEMENT INFORMATION SY	1	1	27000	27000	*	*	*	3	7	34400	33886	*	*	*
MARKETING/MKTNG MGT (RESE	+	1	+	40300				+	2	+	41150			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	5	+	26392			
JOURNALISM	+	1	+	21500				+	1	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	9	+	25857			
ELEMENTARY EDUCATION	+	4	+	26450				2	24	19000	24407	*	*	*
PHYSICAL EDUCATION	+	+	+	+				2	3	24500	21000	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	+	+	+				+	5	+	25958			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	21000			
LETTERS	+	1	+	24000				1	3	24000	20500	*	*	*
VISUAL & PERFORMING ARTS	+	+	+	+				+	1	+	21325			
HUMANITIES - OTHER	+	1	+	35000				+	1	+	35000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				1	7	24900	26573	*	*	*
SOCIOLOGY	+	1	+	24000				+	1	+	24000			
SOCIAL SCIENCES - OTHER	+	4	+	36575				+	11	+	31826			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	1	+	34000				+	7	+	35017			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			

continued

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CHEMICAL	+	7	+	$39643				+	15	+	$39476			
CIVIL	5	17	$36800	34874	*	*	*	9	48	$37678	34894	*	*	*
COMPUTER	1	1	39600	39600	*	*	*	1	1	39600	39600	*	*	*
ELECTRICAL/ELECTRONIC	2	21	31000	36222	*	*	*	13	54	36880	37410	*	*	*
INDUSTRIAL	+	6	+	39175				+	13	+	36492			
MECHANICAL	9	27	38582	40246	*	*	*	12	56	38137	38121	*	*	*
METALLURGICAL	+	7	+	36767				+	16	+	38014			
MINING & MINERAL	+	4	+	36825				+	13	+	35085			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	3	4	42000	43375	*	*	*	4	16	46875	44806	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	+	+	+			
HEALTH SCIENCES	+	1	+	36000				1	2	20000	28000	*	*	*
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	2	+	25098				+	4	+	25299			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	2	+	24679			
CHEMISTRY	+	+	+	+				1	2	22000	27000	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	2	25	37300	36340	*	*	*	6	49	34650	36074	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	1	4	38000	41150	*	*	*	1	15	38000	36507	*	*	*
MATHEMATICS (INCL ACTUARI	+	3	+	29667				1	5	32400	26280	*	*	*
PHYSICS	+	1	+	22356				1	3	31300	27219	*	*	*
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	58	233						140	632					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	1	19	$30000	$40874	*	*	*	1	31	$30000	$36365	*	*	*
MBA--TECH	+	1	+	25000				+	6	+	37667			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	18	+	38833				+	27	+	39307			
MBA--TECH	+	2	+	39850				+	2	+	39850			
OVER 4 YEARS														
MBA--NON-TECH	+	17	+	45747				+	45	+	42731			
MBA--TECH	+	1	+	33600				+	16	+	42894			
TOTALS	1	58						1	127					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	2	+	$50000				+	5	+	$54220			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	2	+	29377				+	4	+	35768			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	1	+	30000			
FOREIGN LANGUAGES	+	1	+	28000				+	1	+	28000			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	52700				+	2	+	51350			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	1	1	$54080	54080	*	*	*	1	3	$54080	46027	*	*	*
CHEMICAL	1	2	40000	48000	*	*	*	1	4	40000	48865	*	*	*
CIVIL	+	3	+	42667				+	3	+	42667			
COMPUTER	+	+	+	+				+	1	+	59500			
ELECTRICAL/ELECTRONIC	+	+	+	+				3	7	57400	58457	*	*	*
INDUSTRIAL ENGINEERING	+	1	+	54000				+	1	+	54000			
MECHANICAL	+	2	+	47202				+	2	+	47202			
METALLURGICAL	+	1	+	52440				+	5	+	45288			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	+	1	+	33550				+	1	+	33550			
CHEMISTRY	+	+	+	+				+	12	+	46047			
GEOLOGICAL (INCL GEOPHYS)	+	1	+	51000				+	4	+	51325			
MATHEMATICS	+	+	+	+				+	5	+	35300			
PHYSICS	+	+	+	+				+	1	+	40000			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	2	18						5	64					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	27546 101 34500/25500			23750 4			26100 2	28200 1	
BUSINESS ADMIN (INCL MGMT						45000 1			
ECONOM & FINANCE (BANKING	26540 3			24900 5	28000 1	26500 1	25500 1	30833 3	
MANAGEMENT INFO SYSTEMS	30333 3					27500 2		32000 1	
MARKETING/MARK MGMT (RESR								25500 1	
LETTERS (incl English, Li				17500 1			28200 1		
ARCHITECTURAL								30667 6	
CHEMICAL								36366 4	
CIVIL								29463 8	
ELECTRICAL/ELECTRONIC								32388 10	30000 1
MECHANICAL								31663 8	35968 5
COMPUTER SCIENCE	29000 2					31667 3			
INFORMATION SCIENCES & SY	30250 2						28000 3	30000 5	
ARCHITECTURAL & ENVIRONME	26500 1								
BIOLOGICAL									19600 1
MATHEMATICS							27400 2		

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING						23000 1			
BUSINESS ADMIN (INCL MGMT		19500 2	20450 2	23200 1		19867 3			
ECONOM & FINANCE (BANKING	23900 5			22333 3		20800 3		26700 1	
HOTEL/RESTAURANT MGMT.			18000 1						
MANAGEMENT INFO SYSTEMS				26500 1					
MARKETING/MARK MGMT (RESR	17500 1					19510 10			
COMMUNICATIONS							21000 1		
JOURNALISM						21267 3			
TEXTILES & CLOTHING						19250 2			
MERCHANDISING MANAGEMENT						17000 1			
HUMANITIES - OTHER						20600 1			
PSYCHOLOGY				22500 1					
BIOENGINEERING & BIOMEDIC						28500 1			
COMPUTER SCIENCE						24000 1			
CHEMISTRY				31500 1					

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING						20200 1		30000 1	
BUSINESS ADMIN (INCL MGMT			14150 2		29000 1	20200 1		18000 1	
MANAGEMENT INFO SYSTEMS									25000 - 1
MARKETING/MARK MGMT (RESR						23000 1			
ELEMENTARY EDUCATION					19881 22 23500/17480				
PHYSICAL EDUCATION					19919 2				
SPECIAL EDUCATION					22967 3				
LETTERS (incl English, Li			24000 1			20200 1			
HUMANITIES - OTHER					14000 1	22000 1			
HISTORY						16000 1			
POLITICAL SCIENCE/GOVT						20200 1			
AEROSPACE & AERONAUTICAL						23500 1			
ARCHITECTURAL							25200 1		
CHEMICAL							30000 1		
CIVIL			34036 1	33600 1		27000 1	29435 7		
ELECTRICAL/ELECTRONIC				33680 3					
MECHANICAL				31164 4		23101 2			
COMPUTER SCIENCE		33500 1					23000 1		27600 1
INFORMATION SCIENCES & SY			25000 1						
ALLIED HEALTH								26329 7	
BIOLOGICAL							18100 1		
GEOLOGY & GEOLOGICAL SCI						21600 1			
MATHEMATICS					17500 1				

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
OTHER PHYSICAL & EARTH SC					19747 1				

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					28668 1			25000 1	20000 1
AEROSPACE & AERONAUTICAL					31500 2				
ARCHITECTURAL								31000 6	
CHEMICAL								40800 1	36992 32 40800/34800
CIVIL								29000 3	31850 2
ELECTRICAL/ELECTRONIC					33576 4		32400 1	34000 1	34350 2
INDUSTRIAL								31000 1	
MECHANICAL					28950 8		35200 2	29560 2	36609 22 38500/35400
AGRIBUSINESS						27000 1			
COMPUTER SCIENCE					31050 2				
CHEMISTRY									33540 1

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING		26500 2							27507 11
BUSINESS ADMIN (INCL MGMT			31000 1						29400 1
ECONOM & FINANCE (BANKING			27000 1						28232 12
HUMAN RSRCS (incl LABOR R				24500 1					
MANAGEMENT INFO SYSTEMS	32500 1								
MARKETING/MARK MGMT (RESR	22750 2	27000 1	22280 5	28000 1					
AEROSPACE & AERONAUTICAL									36120 1
ARCHITECTURAL									35580 5
CHEMICAL	35420 3		38400 1					40800 1	38913 23 40800/38000
CIVIL									35336 11
ELECTRICAL/ELECTRONIC	34373 30 42000/32000	34481 16	36533 3					37400 1	36425 8
MECHANICAL	33900 2	33121 6	36700 5					33500 2	36225 50 54800/32000
PETROLEUM									37468 30 52000/30600
ENGINEERING TECHNOLOGY		30000 1							31200 1
COMPUTER SCIENCE	33500 1	33263 3							33620 15
INFORMATION SCIENCES & SY	31200 1							30000 1	30174 7
BIOLOGICAL			20400 1						
CHEMISTRY				34000 1					
GEOLOGY & GEOLOGICAL SCI									41400 1

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PRINTING		RUBBER PRODUCT	SCIENTIFIC & I		STONE, CLAY, G	TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
BUSINESS ADMIN (INCL MGMT											24000	1
ECONOM & FINANCE (BANKING	12000	1									30000	2
MARKETING/MARK MGMT (RESR	31100	2									23400	3
FOREIGN LANGUAGES											24000	1
LETTERS (incl English, Li									27600	1		
AEROSPACE & AERONAUTICAL									36000	1		
CHEMICAL											36000	1
CIVIL											28800	1
ELECTRICAL/ELECTRONIC											34867	3
MECHANICAL				28720	2		24000	1	33650	2		
COMPUTER SCIENCE	31000	1							21500	1		
INFORMATION SCIENCES & SY											27000	3
BIOLOGICAL											34008	1

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	27596 107 34500/25000			23700 10	28000 1	31625 4	26475 4	29700 6	
BACHELOR - TECHNICAL	29000 5					31667 3	27760 5	31521 41 40800/28000	32777 7

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	22833 6	19500 2	19633 3	23200 6		20000 24 23000/18000	21000 1	26700 1	
BACHELOR - TECHNICAL				31500 1		26250 2			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			17433 3		20314 29 29000/17000	20257 7		24000 2	25000 1
BACHELOR - TECHNICAL		33500 1	29518 2	32412 8	18624 2	23660 5	27486 11	26329 7	27600 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL					28668 1			25000 1	20000 1
BACHELOR - TECHNICAL					30688 16	27000 1	34267 3	31280 14	36527 59 40800/32400

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26000 3	26667 3	24200 7	26250 2					27949 24 31964/27000
BACHELOR - TECHNICAL	34323 37 42000/32000	33854 26 38400/32000	35190 10	34000 1				35040 5	36267 152 54800/31200

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	24733 3					27600 1	
BACHELOR - TECHNICAL	31000 1		28720 2		24000 1	31200 4	

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG -	FINANCIAL/TREA
ACCOUNTING	28046 93 34500/26000	25503 26 30600/23000	17500 2						
ECONOM & FINANCE (BANKING	27500 1	26843 8		25500 5	28000 1				26257 7
MANAGEMENT INFO SYSTEMS	32000 1								
MARKETING/MARK MGMT (RESR									18000 1
PETROLEUM									22500 1
COMPUTER SCIENCE	28000 1								
INFORMATION SCIENCES & SY		25020 1							
ARCHITECTURAL & ENVIRONME	26500 1								

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT			23200 1						
ECONOM & FINANCE (BANKING	30000 1	22333 3							
LETTERS (incl English, Li									27600 1
CHEMISTRY			31500 1						

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ECONOM & FINANCE (BANKING					31964 1		30000 2		
HUMAN RSRCS (incl LABOR R			24500 1						
MARKETING/MARK MGMT (RESR			15600 1	24000 1	21300 2		24086 14		
TEXTILES & CLOTHING			18000 1						
FOREIGN LANGUAGES							24000 1		
LETTERS (incl English, Li	24000 1						17500 1		
PSYCHOLOGY							22500 1		
ELECTRICAL/ELECTRONIC							35340 1		
MECHANICAL				31800 2					
COMPUTER SCIENCE				21500 1					
BIOLOGICAL							34008 1		
CHEMISTRY							34000 1		

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
HUMANITIES - OTHER			22000 1						
HISTORY			16000 1						
AEROSPACE & AERONAUTICAL							33780 4		
ARCHITECTURAL							32500 13	29800 2	
CHEMICAL							40800 1	33385 5	36187 3
CIVIL							30714 27 37100/27000	34000 6	
ELECTRICAL/ELECTRONIC							33026 7		35717 6
MECHANICAL							33275 26 54800/29120	29000 2	34520 29 38700/29400
PETROLEUM							34592 2		36200 4
ENGINEERING TECHNOLOGY							30000 1		
BIOLOGICAL								19600 1	
GEOLOGY & GEOLOGICAL SCI			21600 1						

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	29400 1								
AEROSPACE & AERONAUTICAL						23500 1			
ARCHITECTURAL						30333 3			
CHEMICAL					37020 3		37984 55 40800/35700		
CIVIL					33500 1				37800 1
ELECTRICAL/ELECTRONIC	33388 21 36700/32000	35590 6	33038 8	34360 12	34457 7	36750 2	34833 3	36380 5	35400 5
INDUSTRIAL								31000 1	
MECHANICAL		27001 2			34178 8	33500 2	35921 24 38500/33000	36052 19	35353 9
PETROLEUM					40000 1	30000 1	40269 16	35650 2	40548 2
ENGINEERING TECHNOLOGY									31200 1
COMPUTER SCIENCE	33000 2	32100 1	30855 2						
GEOLOGY & GEOLOGICAL SCI					41400 1				

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING	30000 1								
BIOENGINEERING & BIOMEDIC									28500 1
ALLIED HEALTH			26329 7						

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					28200 1		28200 1		
MANAGEMENT INFO SYSTEMS					26625 4	30000 1	32500 1		
LETTERS (incl English, Li					28200 1				
AGRIBUSINESS									27000 1
COMPUTER SCIENCE					32680 10	31333 3	32918 10		
INFORMATION SCIENCES & SY					29492 13	31000 1			
BIOLOGICAL									18100 1
MATHEMATICS					28800 1		26000 1		

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		24000 1		21600 2					
BUSINESS ADMIN (INCL MGMT		-	19100 2	22831 13					
ECONOM & FINANCE (BANKING		27625 4		23222 9					
HOTEL/RESTAURANT MGMT.				18000 1					
MANAGEMENT INFO SYSTEMS		30500 2							
MARKETING/MARK MGMT (RESR		25500 1		20357 7					
COMMUNICATIONS			21000 1						
JOURNALISM				21267 3					
ELEMENTARY EDUCATION									19881 22 23500/17480
PHYSICAL EDUCATION									19919 2
SPECIAL EDUCATION									22967 3
TEXTILES & CLOTHING				20500 1					
MERCHANDISING MANAGEMENT				17000 1					
LETTERS (incl English, Li									20200 1
HUMANITIES - OTHER				20600 1					14000 1
POLITICAL SCIENCE/GOVT				20200 1					
PETROLEUM				20856 1					
COMPUTER SCIENCE		30000 1		24000 1					
INFORMATION SCIENCES & SY		29188 8							
BIOLOGICAL				20400 1					
CHEMISTRY				33540 1					
MATHEMATICS									17500 1
OTHER PHYSICAL & EARTH SC									19747 1

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 13330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	28082 95 34500/26000	25818 34 30600/23000	17500 2	25500 5	28000 1				25225 8
BACHELOR - TECHNICAL	27250 2	25020 1							22500 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	30000 1	22333 3	23200 1						27600 1
BACHELOR - TECHNICAL			31500 1						

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	24000 1		19367 3	24000 1	24855 3		24274 19		
BACHELOR - TECHNICAL				28367 3			34449 3		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL			19000 2						
BACHELOR - TECHNICAL			21600 1				32385 81 54800/28000	31758 16	34970 42 42500/30000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	29400 1								
BACHELOR - TECHNICAL	33354 23 36700/32000	33293 9	32601 10	34360 12	35266 21 42000/32000	31667 9	37755 98 52000/34500	35896 27 39300/32000	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	30000 1								
BACHELOR - TECHNICAL			26329 7						

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL					27150 6	30000 1	30350 2		
BACHELOR - TECHNICAL					30792 24 35400/27000	31250 4	32289 11		22550 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27625 8	19733 3	21836 39 45000/17500					20011 29 23500/17000
BACHELOR - TECHNICAL		29278 9		24699 4					18624 2

AVERAGE SALARY OFFERS FEBRUARY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	32000 1	49000 1			21750 2	34000 1		32000 1	
MBA--TECH								38000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH						20200 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									29150 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									38250 2
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							